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INDIANA

The word "INDIANA" is written in a large, bold, blue, sans-serif font. The letter "I" is stylized to incorporate the outline of the state of Indiana, which is filled with a pattern of small yellow stars and a central torch. The background of the slide features a large, faint, light-yellow graphic of a torch with its flame pointing upwards, surrounded by numerous small, five-pointed yellow stars of varying sizes.

Accelerate Your Business

Scale Computing – Jeff Ready

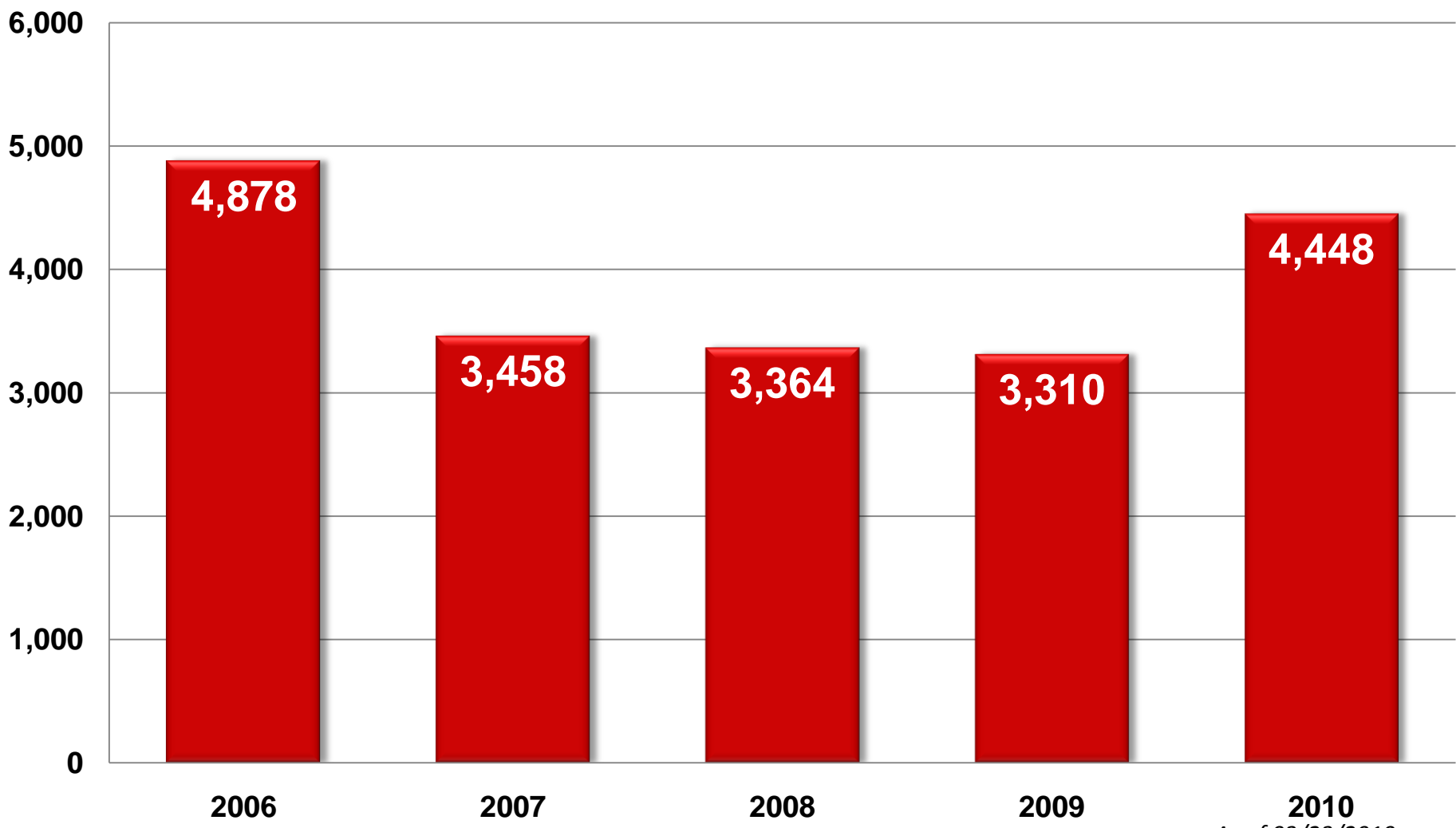


21 Fund Update – Sally Byrn



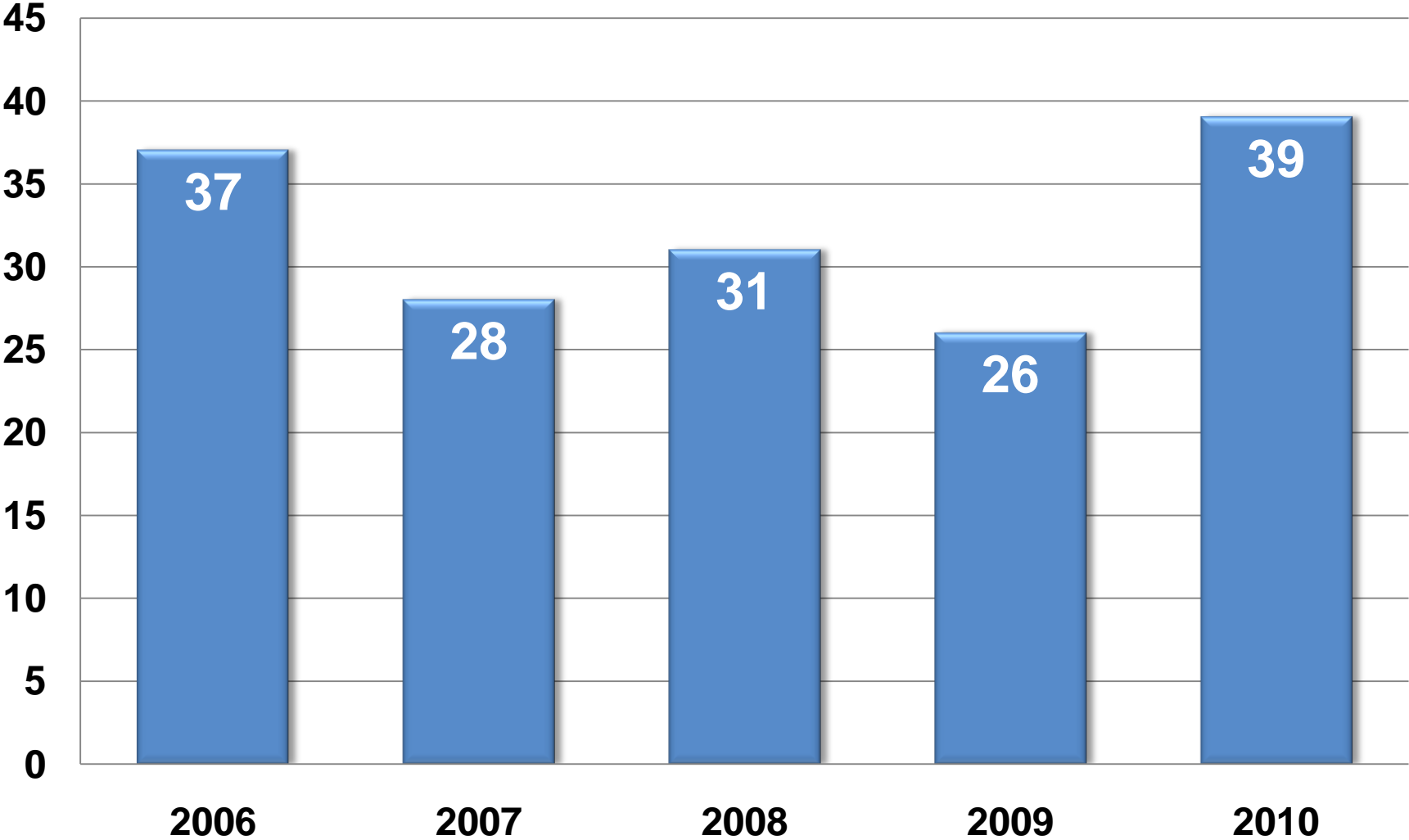
IEDC Executive Report

Job Commitments Year-to-Date



• As of 03/23/2010

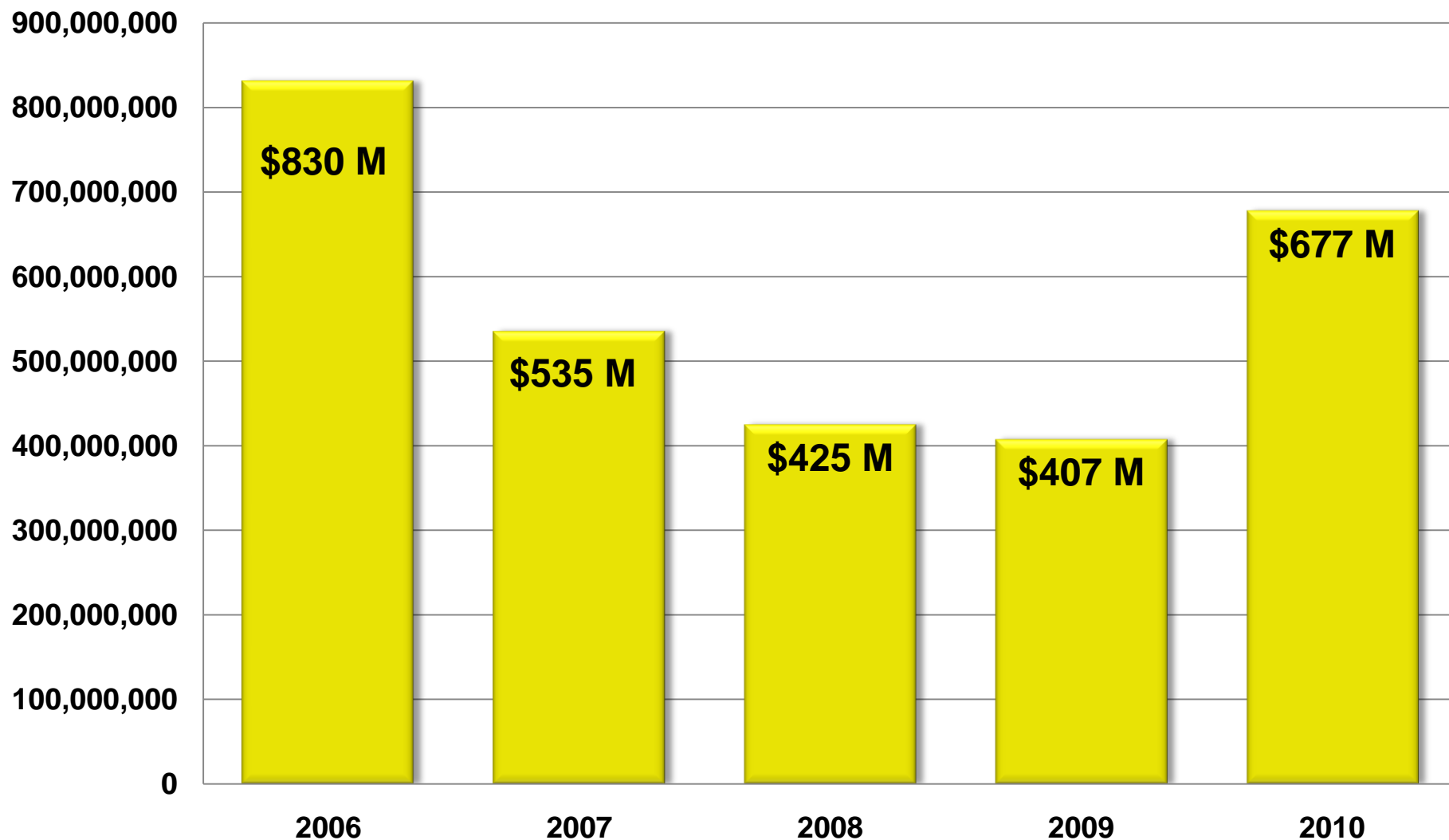
Project Volume Year-to-Date



• As of 03/23/2010

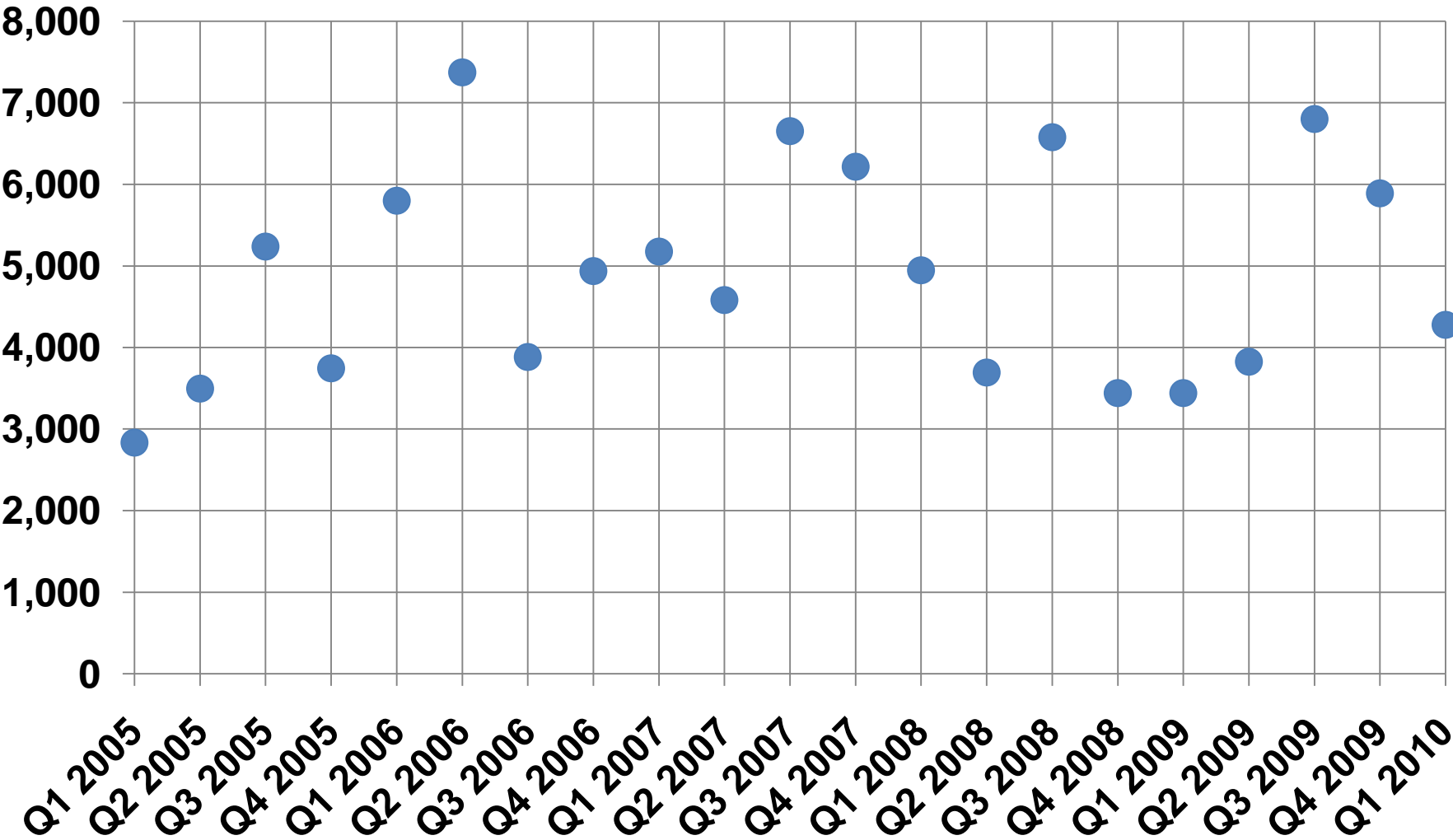


New Investment Year-to-Date

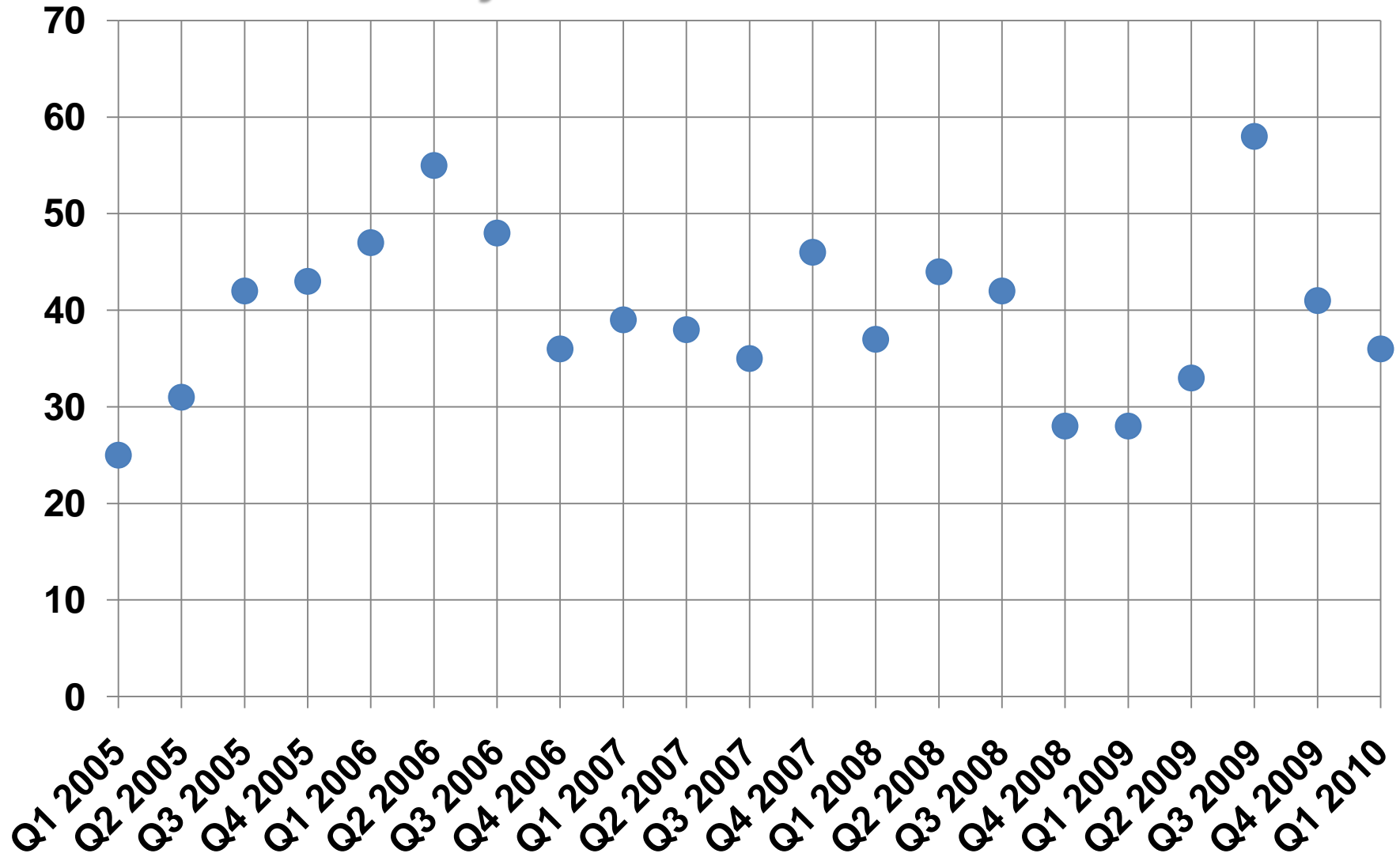


• As of 03/23/2010

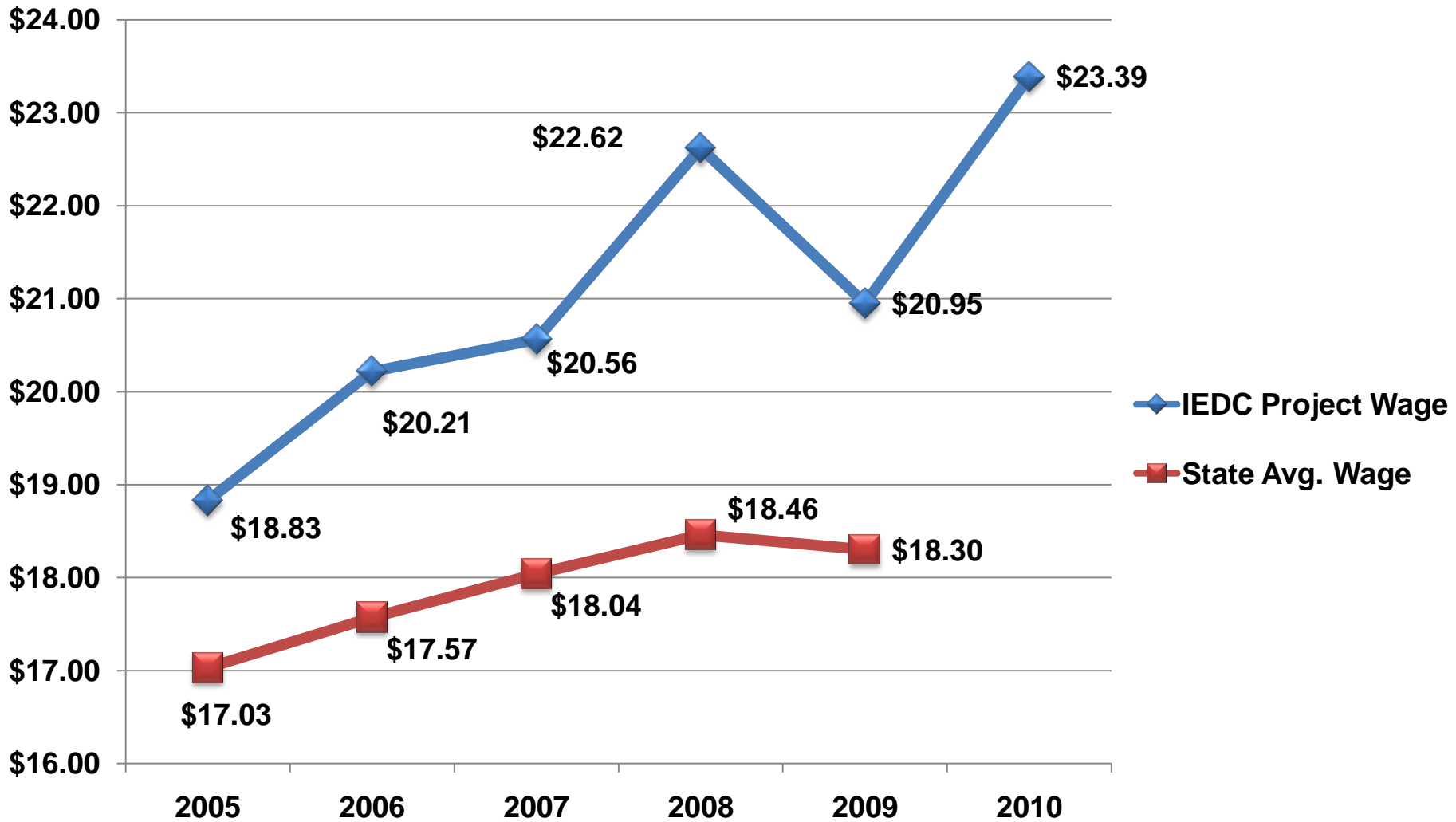
Job Commitments Over Time



Project Volume Over Time



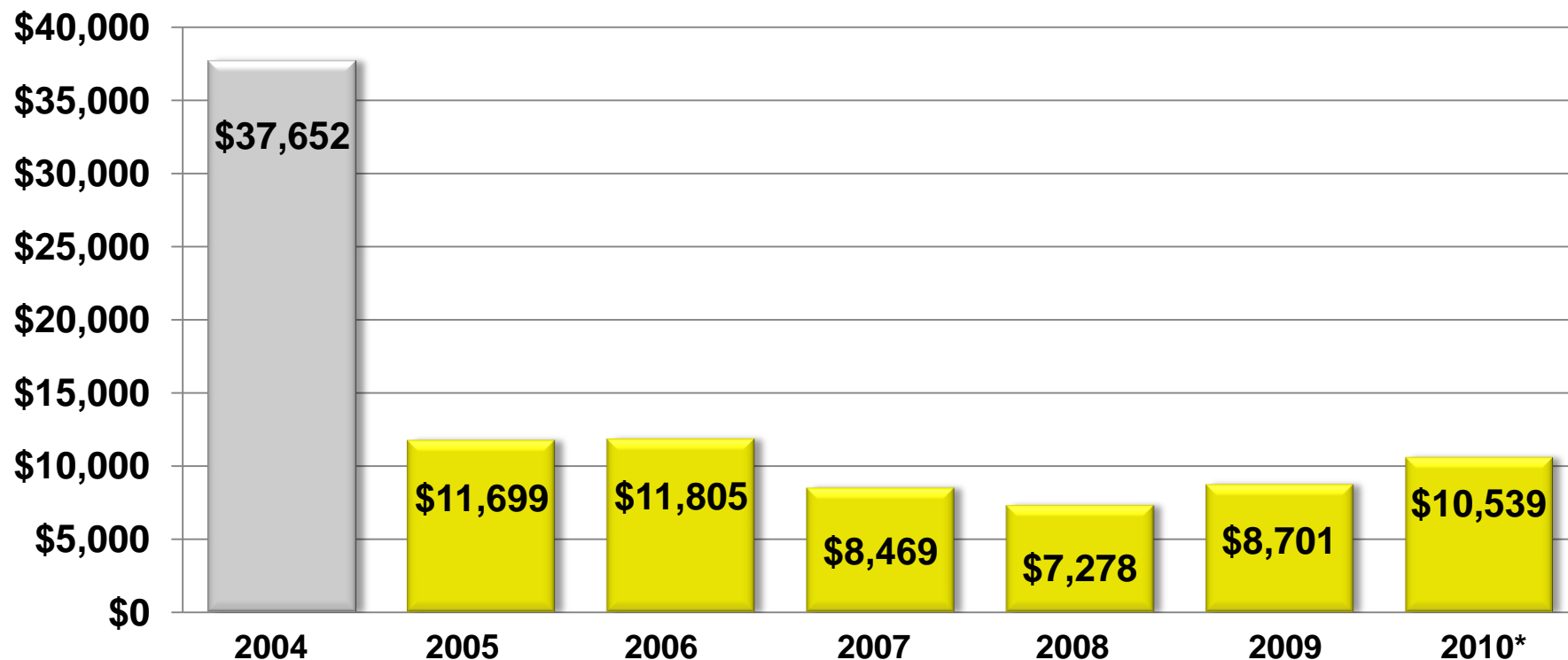
Increasing Hoosier Incomes



• As of 03/23/2010



Low Cost of Incentives Yields Quicker Return



• As of 03/23/2010

- Direct state incentives include tax credits, training grants and infrastructure assistance
- Tax credits are performance-based linked to IEDC certification of new jobs
- Average time of return on investment: approximately 2 years

2009 Job Fulfillment Report

2009 Projects

- 160 total projects
- 86 At or Above Projection
- 66 Beneath Projection
- 8 Not moving forward

2009 Jobs

- 5,159 new jobs anticipated by year-end
- 5,280 jobs realized (102%)

2009 Job Fulfillment Report

Northeast Indiana

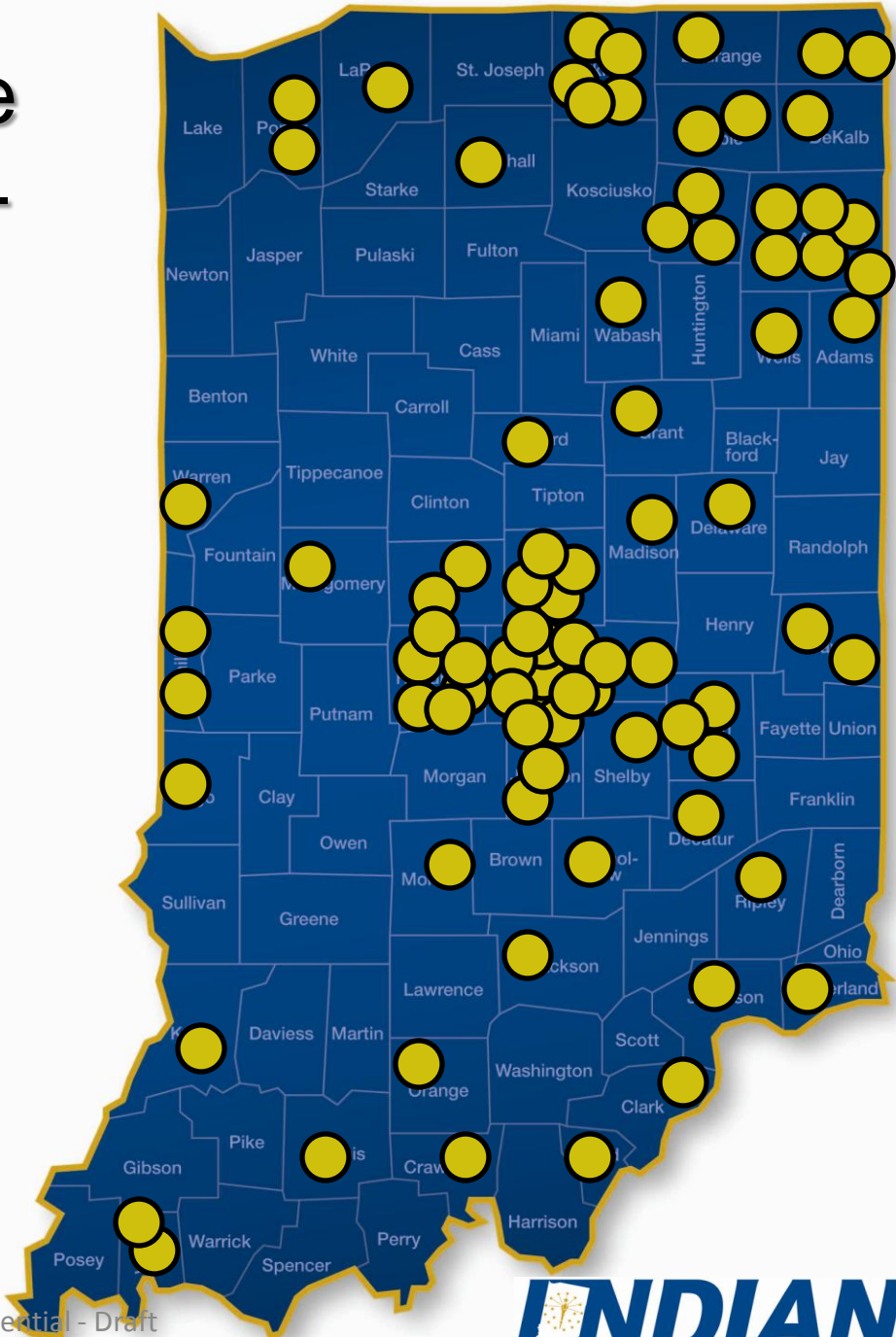
2009 Projects

- 34 total projects
- 32 currently moving forward
- 17 were competitive consolidations

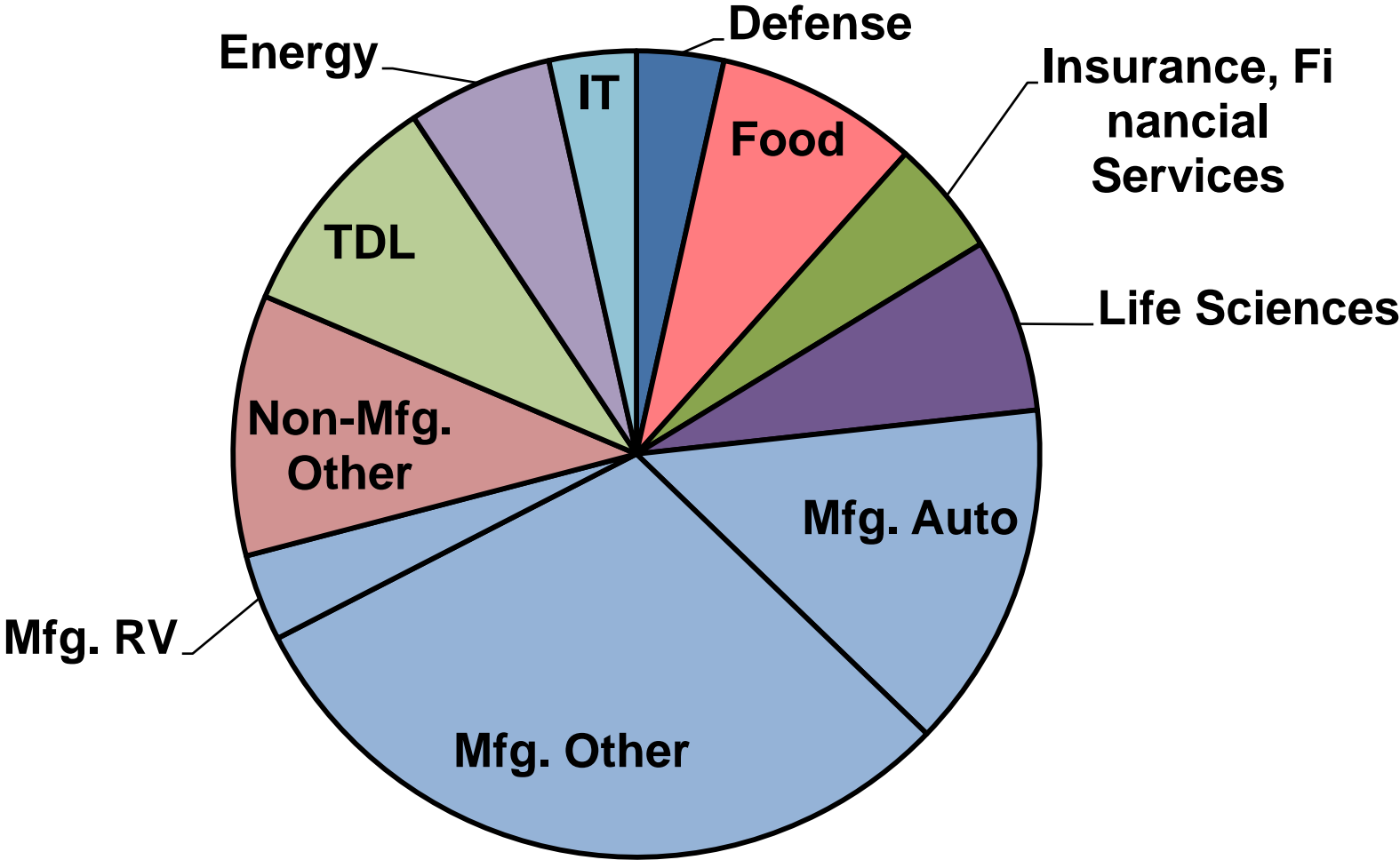
2009 Jobs

- 1,385 new jobs anticipated by year-end
- 2,295 jobs realized (166%)

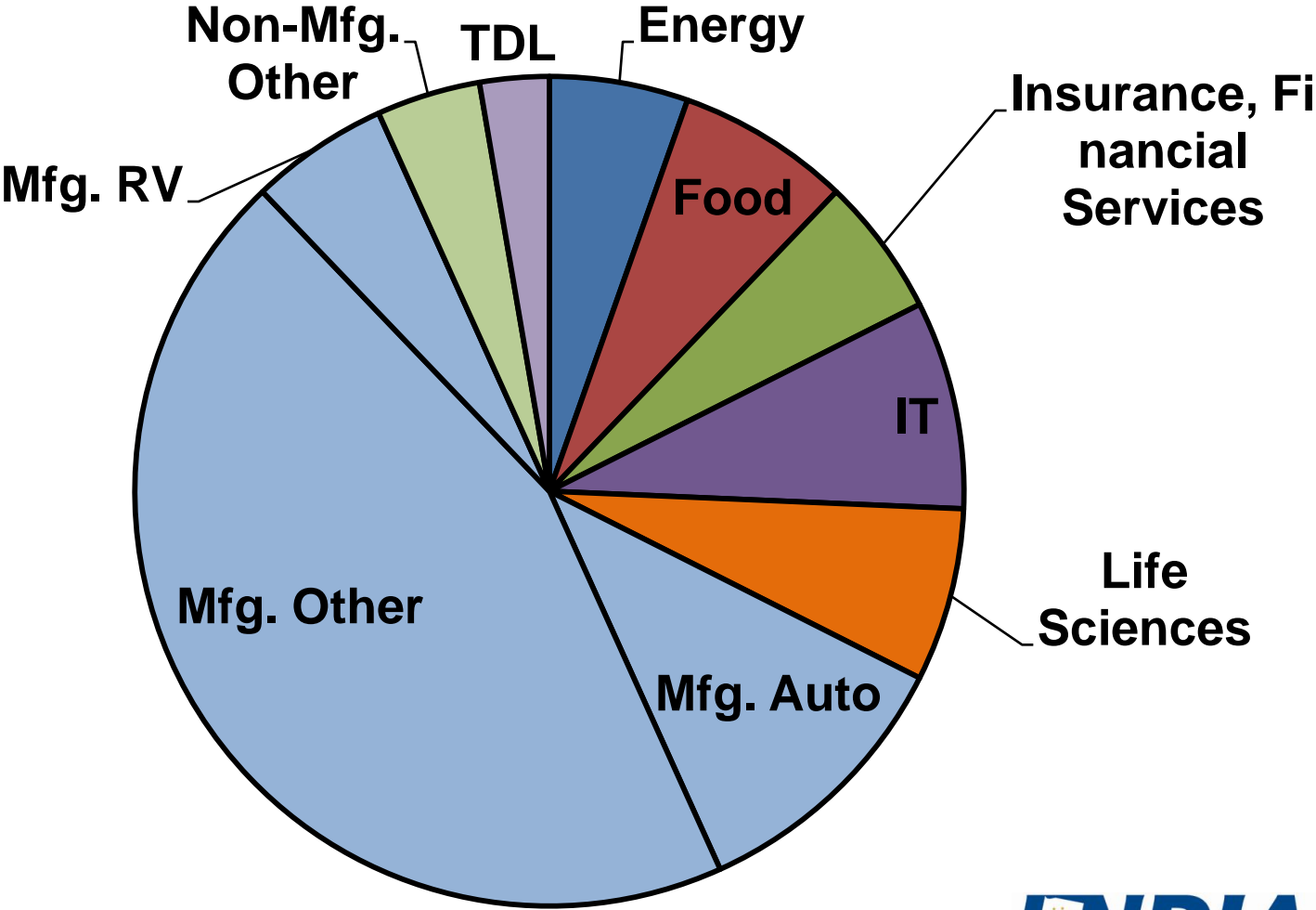
Companies at or Above 2009 Job Projections – By Location



Projects At or Above Projected Job Creation Targets – By Industry



Projects Beneath Projected Job Creation Targets – By Industry



Incentive Clawback Report

Total incentives pursued = \$10.5 million

•Currently in collections	\$5.1 million
•Unrecoverable	\$1.6 million
•Performance workouts	\$1.5 million
•Accounts payable	\$0.2 million
•Recovered	\$2.1 million

Note: Collection efforts comprehensive of deals originating from 1994-present.

Project Loss Report

Dow Chemical Company

- Manufacturer of solar roofing materials
- 1,235 new jobs (\$32.50/hr avg wage)
- \$244 million capital investment
- Project selected Michigan location

Proterra LLC

- Manufacturer of electric buses
- 963 new jobs (\$21.79/hr avg wage)
- \$64 million capital investment
- Project selected South Carolina location

Project Loss Analysis

Strategic Factors

- Both companies chose to locate near major R&D centers in their respective technologies
- Proterra project located in Right to Work state

Financial Factors

- Michigan incentives for Dow - \$140M (\$113K/job)
- South Carolina incentives for Proterra - \$50M (\$52K/job)
- Indiana does not provide outsized incentive offers for companies in unproven industries

Legislative Update

Constitutional Cap on Property Taxes

- Approved in 2009 and 2010 sessions and sent to Governor for signature
- Final passage requires approval by referendum

Illiana Expressway and Ohio River Bridges

- Bill authorizes a public private partnership to build the Illiana and/or Ohio River Bridges.
- Passed by both chambers and sent to Governor

Legislative Update, cont.

Unemployment Insurance Tax

- Rate increase delayed for one year

IEDC Legislative Provisions

- Creation of New Employer Tax Credit
- Modifications to EDGE program
 - Allow use of EDGE for competitive projects with nonprofit organizations.

Indiana's Unemployment Insurance System

Premiums

- 1. Rhode Island
- 2. Massachusetts
- 3. Idaho
- 4. New York
- 5. Illinois
- 6. Michigan
- 7. Virginia
- 8. South Carolina
- 9. Nevada
- 10. Pennsylvania
- 11. Maine
- 12. New Hampshire
- 13. Minnesota
- 14. Maryland
- 15. Kentucky
- 16. South Dakota
- 17. Connecticut
- 18. Iowa
- 19. Tennessee
- 20. West Virginia
- 21. Oregon
- 22. Alaska
- 23. North Dakota
- 24. Wyoming
- 25. Washington
- 26. New Jersey
- 27. Utah
- 28. Wisconsin
- 29. Georgia
- 30. Montana
- 31. Colorado
- 32. New Mexico
- 33. Vermont
- 34. Arkansas
- 35. Alabama
- 36. Nebraska
- 37. California
- 38. Delaware
- 39. Hawaii

40.Indiana

- 41. Ohio
- 42. Texas
- 43. Louisiana
- 44. Missouri
- 45. Kansas
- 46. North Carolina
- 47. Mississippi
- 48. Florida
- 49. Arizona
- 50. Oklahoma

Replacement Rate

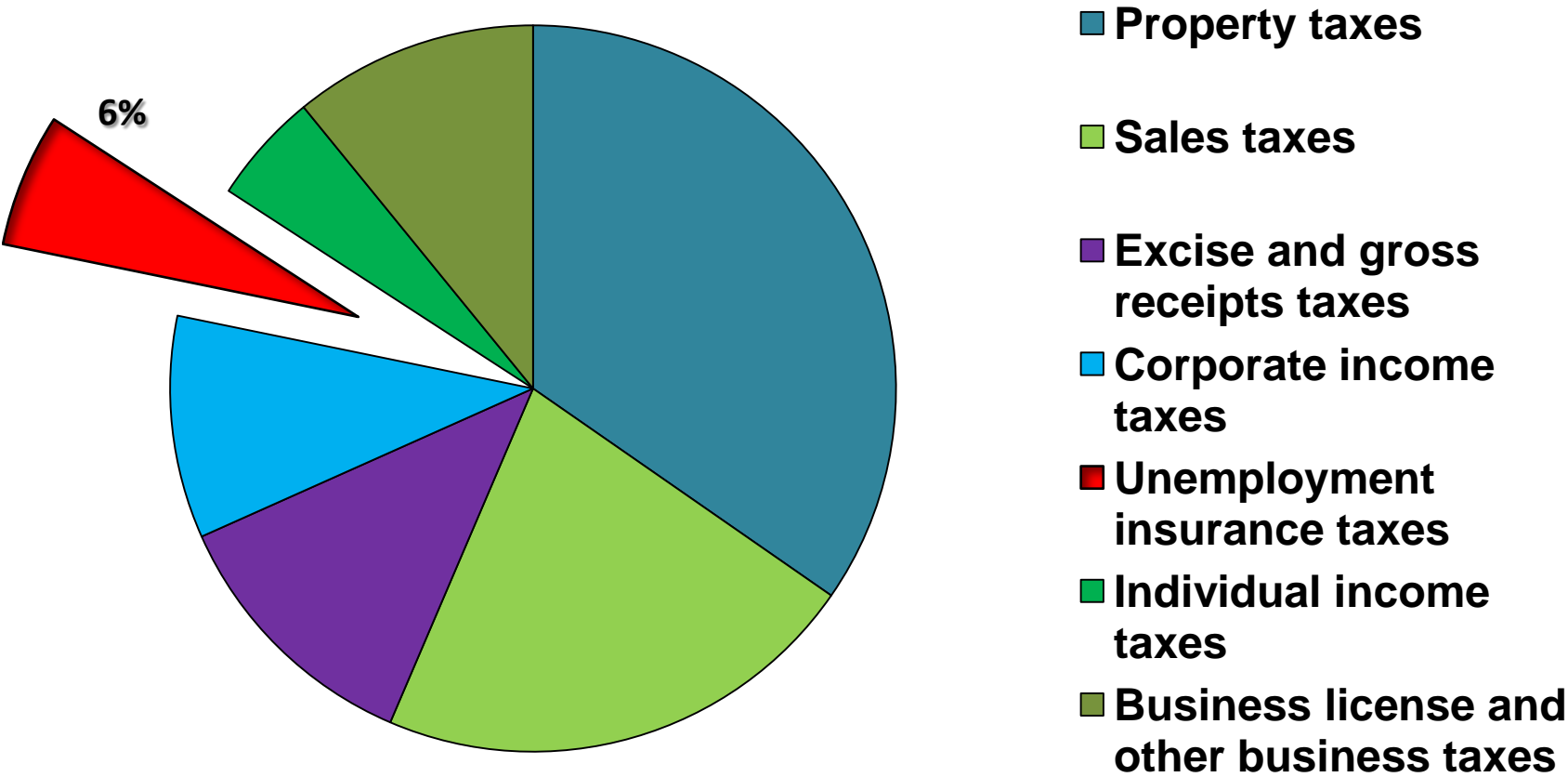
- 1. Hawaii
- 2. Pennsylvania

3.Indiana

- 4. Kentucky
- 5. Arkansas
- 6. Iowa
- 7. Kansas
- 8. Oklahoma
- 9. Nevada
- 10. New Jersey
- 11. Vermont
- 12. Wyoming
- 13. Idaho
- 14. Georgia
- 15. New Mexico
- 16. Colorado
- 17. Oregon
- 18. California
- 19. Michigan
- 20. North Carolina
- 21. Texas
- 22. Utah
- 23. Rhode Island
- 24. Minnesota
- 25. Washington
- 26. North Dakota
- 27. Wisconsin
- 28. South Carolina
- 29. South Dakota
- 30. Nebraska
- 31. Massachusetts
- 32. Maine
- 33. Maryland
- 34. Montana
- 35. Virginia
- 36. Arizona
- 37. Delaware
- 38. West Virginia
- 39. Mississippi
- 40. New York
- 41. Ohio
- 42. Missouri
- 43. Louisiana
- 44. New Hampshire
- 45. Alabama
- 46. Illinois
- 47. Tennessee
- 48. Florida
- 49. Connecticut
- 50. Alaska






U.I. Premiums are a Small Share of Total Business Taxes Paid



2009 Project Clusters

Strategic Competencies

Research & Development
Information Technology
Advanced Manuf.
Logistics
TOTAL

BioTechnology	Energy	Axle	Defense
141 Jobs 2 Projects \$2.9 million \$37.60/hour	291 Jobs 2 Projects \$71.5 million \$18.58/hour	44 Jobs 1 Projects \$23.91/hour	500 Jobs 1 Project \$1.2 million \$37/hour
269Jobs 2 Projects \$6.3 million \$36.04/hour	179 Jobs 3 Projects \$126 million \$39.34/hour		457 Jobs 3 Projects \$12.4 million \$26.96/hour
375 Jobs 7 Projects \$59 million \$19.52/hour	1,499 Jobs 5 Projects \$572 million \$20/hour	5,199 Jobs 28 Projects \$144 million \$16.82/hour	543 Jobs 3 Projects \$21.4 million \$17.92/hour
752 Jobs 3 Projects \$89.4 million \$21.09/hour		83 Jobs 2 Projects \$7.7 million \$15.98/hour	
1,537 Jobs 14 Projects \$157.7 million \$24.84/hour	1,969 Jobs 10 Projects \$770 million \$21.55/hour	5,326 Jobs 31 Projects \$228 million \$17.44/hour	1,500 Jobs 7 Projects \$35 million \$27.03/hour

Axle Vertical

Automotive Industry Summit

- Summit of 25 auto industry executives hosted at Governor's Residence
- Industry perspective on what Indiana can do to enhance competitiveness in auto industry
- Emphasis on competing in a consolidation environment and moving up the value chain



Axle Vertical

Automotive Industry Summit, cont.

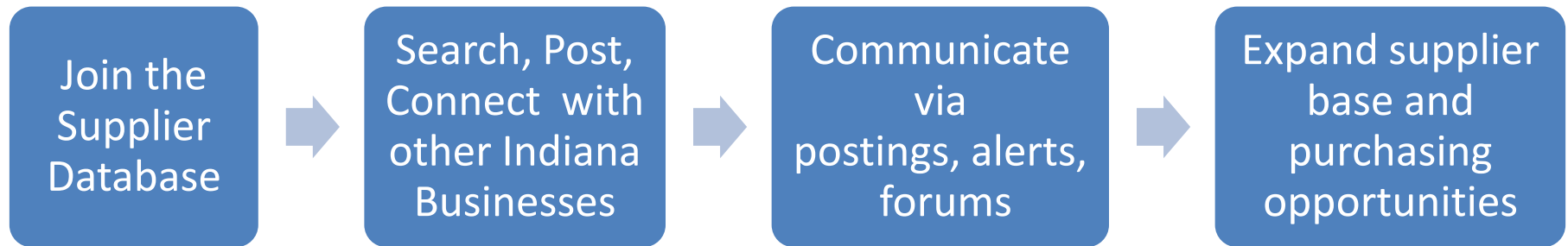
- Workforce/education identified as first priority action area
 - Specific outreach efforts with Honda, Toyota, and Subaru on potential workforce solutions
- Companies have provided supplier names for prospect list



New Tool: Indiana Supplier INsight Database



How it works:



- Partnership among IEDC, Secretary of State, Ivy Tech, and Conexus
- Corporate partners include Cummins, Rolls-Royce, and Allison Transmission
- 4,800 companies currently enrolled

Marketing Update

Dallas Outside Sales Trip

- 11 meetings with company officials and corporate site selectors
- Event has already generated multiple new leads
- Discussions reflect continued trend of competitive consolidations

Marketing Update, cont.

BIO 2010

- Chicago, IL; May 3-6
- Largest biotechnology industry conference in the world
- Governor will host a reception showcasing Indiana life sciences companies to VC firms and strategic investors
- IEDC has raised \$100K in sponsorships thus far

Europe Jobs Mission

- April 17 – May 1
- Coordinating with Indy Partnership and Northeast Indiana Regional Partnership



Marketing Update, cont.

WINDPOWER 2010

- Dallas, TX; May 23-26
- Largest wind industry conference in the world
- Targeted company outreach and State of Indiana exhibit
- IEDC has raised \$40K in sponsorships thus far

Marketing Update, cont.

Chinese Automotive Summit

- IEDC partnership with Energy Systems Network (ESN)
- ESN-sponsored dinner with Governor and OEM's from Chinese automotive industry

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Accelerate Your Business